

Message Text

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ACTION NEA-10

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TO USDOC WASHDC

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AMEMBASSY NEW DELHI

AMCONSUL CALCUTTA

AMCONSUL MADRAS

UNCLAS BOMBAY 0599

E. O. 11652: N/A

TAGS: BTIO, IN

SUBJ: INVESTMENT OPPORTUNITY - A BOMBAY ENGINEERING

CONSULTANT SEEKS TECHNICAL KNOW-HOW FOR MANUFACTURE OF

NITROCHLOROBENZENE PRODUCTS

REF: 10 FAM 165

1. CHEMCON ENGINEERING CONSULTANTS PRIVATE LTD., 1102 EMBUSY CENTRE, 11TH FLOOR, NARIMAN POINT, BOMBAY 400 021 (CABLE: CHEMICON), HAS EVINCED INTEREST IN CONTACTING US FIRMS INTERESTED IN PROVIDING TECHNICAL KNOW-HOW TO MANUFACTURE NITROCHLOROBENZENE PRODUCTS.

2. CHEMCON, A FIRM OF ENGINEERS PREVIOUSLY WORKING FOR THE CANADIAN MONTREAL ENGINEERING INTERNATIONAL LTD. IN BOMBAY, ACQUIRED MONTREAL'S ON-GOING BUSINESS A YEAR AGO WHEN MONTREAL CLOSED BUSINESS IN INDIA. CHEMCON'S CURRENT FIELD OF CONSULTANCY SERVICES INCLUDES NUCLEAR POWER ENGINEERING, CHEMICALS AND PESTICIDES, COAL GASIFICATION, PLANT ENGINEERING AND PIPE LAYING. AMONG ITS CLIENTS ARE INDIAN AFFILIATES OF AMERICAN FIRMS UNIONHFARBIDE, PENNWALT, ASHLAND OIL AND WEST GERMAN MERCK.

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3. CHEMCON STATED THAT IT HAS BEEN RETAINED BY THE INDIAN GOVERNMENT-OWNED HINDUSTAN ORGANIC CHEMICALS LTD. (HOCL), RASAYANI, DISTRICT KOLABA, MAHARASHTRA, TO PROVIDE PROJECT CONSULTANCY FOR ITS PROPOSED NITROCHLOROBENZENE PRODUCTS PLANT. IN THIS REGARD, CHEMCCNHZISHES TO GET IN TOUCH WITH US KANUFACTURERS INTERESTED IN SUPPLYING TECHNICAL KNOW-HOW

AND PROCESS ENGINEERING ON A MUTUALLY AGREED BASIS.

4. HOCL'S PROPOSED PLANT WILL ANNUALLY PRODUCE 5,000 METRIC TONS OF NITROBENZENE PRODUCTS VIA NITRATION OF MONO-CHLOROBENZENE INCLUDING 3,400 M. TONS PARANITROCHLOROBENZENE AND CORRESPONDING QUANTITY OF OROHONITROCHLOROBENZENE.

5. CLIENT HOCL'S CHEMICAL COMPLEX PRODUCES A WIDE RANGE OF ITEMS INCLUDING ACETANILIDE, META-AMINO PHENOL, SULPHURIC ACID, FORMALDEHYDE, BENZENE HEXA CHLORIDE, ANILINE

NITROBENZENE AND NITROCHLOROBENZE.(FGC)'S DEVELOPMENT PROGRAM ENVISAGES SEVERAL OTHER CHZICAL PLANTS IN THE NEXT FEW YEARS.

6. ACTION REQUESTED: PLEASE DISSEMINATE CHEMCON'S PROPOSAL AMONG APPROPRIATE AMERICAN FIRMS. ALTHOUGH CHEMCON HAS NOT MADE A SPECIFIC REQUEST, US CONSULTING ENGINEERING FIRMS POSSESSING NITROBENZENE TECHNOLOGY MAY ALSO BE NOTIFIED OF CHEMCON'S INTEREST. WE WOULD APPRECIATE RECEIVING A LISTING OF FIRMS RESPONDING TO THIS PROPOSAL.

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